Motivational Interviewing

EMPATHY

REFLECTING

EVOKING (Open Questions)

DIRECTION

MI Strategy – "Equipoise"

ENGAGE

EARLY
Empathy… understanding
Roll w/ Resistance
Reflective Listening
Acknowledge Sustain Talk

LATER
Exploring Ambivalence
Decisional Balance Scale

FOCUS

EARLY
VALUES… Why...
Rescuing "Change Talk" from "Sustain Talk"
Reflect "Change Talk"
Evoke "Change Talk"

LATER
Evoke "Top of the Mountain"
Elucidate Discrepancy
"Importance-Confidence Ruler"
Expand on "Importance"
Summarize "Change Talk"
Summarize "Top of the Mountain"
Affirm insights, thoughts, and values as they relate to
"Top of the Mountain"

PLAN

Evoke/Identify targets that increase "Confidence" score
Assess & address barriers
Assess, affirm, and incorporate strengths
Evoke/Identify specific steps= solid, workable change plan
Other EBPs (i.e. CBT, DBT, TF-CBT)
Reflect "Commitment Talk"

PURSUE

Implement the Plan
Summarize proactive steps
Affirm targets and behaviors
Support self-efficacy
Monitor for grief issues… sabotaging behaviors
Periodically reassess "Top of the Mountain"
Action does not necessarily equate to Change
Revise plans as needed

PreContemplation

Contemplation

Preparation

Action

Maintenance